

IN DATE

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DUNS: 04-459-0750
GLACIER SAND & GRAVEL COMPANY
(INC)

DATE PRINTED
JUL 14 1986

RATING BRANCH

EMPLOYS 80

BOX 3716
SEATTLE WA 98124
5975 E MARGINAL WAY S
SEATTLE WA 98134
TEL: 206 764-3030

SIC NOS.
52 11 50 39

BRANCH MANAGER: JIM S MCGAHEY

PAYMENTS (Amounts may be rounded to nearest figure in prescribed ranges)

REPORTED	PAYING RECORD	HIGH CREDIT	NOW OWES	PAST DUE	SELLING TERMS	LAST SALE WITHIN
04/86	Disc	100	-0-	-0-	1 10 N30	6-12 Mos
	Disc	50	-0-	-0-	1 10 N30	6-12 Mos
	Ppt	1000	-0-	-0-	N30	6-12 Mos
	Ppt	750	-0-	-0-	N7	6-12 Mos
	Ppt	100	-0-	-0-		6-12 Mos
	Ppt-Slow 30	30000	-0-	-0-		6-12 Mos
01/86	Ppt	50	-0-	-0-		6-12 Mos
11/85	Ppt	100	100	-0-		1 Mo
	Slow 60	50	-0-	-0-		4-5 Mos
09/85	(010)	500	-0-	-0-		
07/85	Ppt-Slow 30	500	-0-	-0-		6-12 Mos

This is a branch: headquarters are located at Oakland, CA.
Headquarters D-U-N-S 00-920-8273. This branch retails and wholesales concrete products.

07-14(9A0 /117) 050 082

FULL DISPLAY COMPLETE

USEPA SF



1316406

IN DATE

DUNS: 00-920-8273
GLACIER SAND & GRAVEL COMPANY
(INC)

DATE PRINTED
JUL 15 1986

SUMMARY
RATING --

(SUBSIDIARY OF KAISER
CEMENT & GYPSUM
CORPORATION, OAKLAND, CA)
PACIFIC BUILDING MATERIALS
CO
READY-MIX CONCRETE CO

MINE & QUARRY
SANDSTONE READY MIX
SIC NOS.
14 29 32 73

STARTED 1944
PAYMENTS SEE BELOW
EMPLOYS 20(7 HERE)
HISTORY CLEAR

300 LAKESIDE DR
AND BRANCH(ES) OR DIVISION(S)
OAKLAND CA 94612
TEL: 415 271-2000

CHIEF EXECUTIVE: WALTER E OUSTERMAN JR, CHB

PAYMENTS (Amounts may be rounded to nearest figure in prescribed ranges)						
REPORTED	PAYING RECORD	HIGH CREDIT	NOW OWES	PAST DUE	SELLING TERMS	LAST SALE WITHIN
04/86	Disc	100	-0-	-0-	1 10 N30	6-12 Mos
	Disc	50	-0-	-0-	1 10 N30	6-12 Mos
	Ppt	1000	-0-	-0-	N30	6-12 Mos
	Ppt	750	-0-	-0-	N7	6-12 Mos
	Ppt	100	-0-	-0-		6-12 Mos
	Ppt-Slow 30	30000	-0-	-0-		6-12 Mos
01/86	Ppt	250	-0-	-0-	N30	6-12 Mos
	Ppt	100	-0-	-0-	N10	4-5 Mos
	Ppt	50	-0-	-0-		6-12 Mos
11/85	Ppt	100	100	-0-		1 Mo
	Slow 60	50	-0-	-0-		4-5 Mos
09/85	(012)	500	-0-	-0-		
07/85	Ppt-Slow 30	500	-0-	-0-		6-12 Mos

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

FINANCE

03/20/86. F On MAR 20 1986 Melissa Youngman, asst controller, declined financial information.

HISTORY

03/20/86

+WALTER E OUSTERMAN JR, CHB &
PRES-CEO
ELMER L ERWIN, V PRES-MFG & DIST
IAN M WATSON, V PRES-ENG & RSRCH
BOB J MURPHY, V PRES

+JOHN F BURNS, EX V PRES-FIN &
TREAS
CARL R PAGTER, V PRES-SEC
DAVID B HUNN, V PRES-INV REL &
PBLC AFF
EDWARD E TAGGART, V PRES-INTL
OPER

MYRON E BERNSTEIN, V PRES-IND REL JOHN H WIMBERLY, V PRES-
SOUTHWEST REGION

DIRECTOR(S): THE OFFICER(S) and Robert T Davis, Peter S Haas, Emelyn K Jewett, Robert G Schwartz, Eugene E Trefethen Jr, Alfred A Yee, Herman J Schmidt, Anthony M Frank, Peter V Ueberroth and Richard G Landis.

Incorporated Washington May 18 1943. Authorized capital consists of 1,500 shares common stock, \$150 par value.

Charter amended May 1972 changing name from State Gravel Company, Inc. Authorized capital stock 1,500 shares common at \$100 par. Paid in capital not disclosed.

Business started 1943 by others. Present control succeeded 1944. 100% of capital stock is owned by the parent company.

DUSTERMAN born 1930 married. Graduated Rutgers University; Harvard Graduate School of Business, MBA. 1957-present Kaiser Cement & Gypsum Corporation; 1957 production department; 1959 assistant to vice president-operations. 1962 assistant general production manager; 1968 vice president and general manager-international division; 1971 executive vice president-operations; 1976 president and chief executive officer.

BURNS born 1934 married. University of San Francisco, San Francisco, CA, BS. 1955-62 Price Waterhouse & Company. 1963 Kaiser Industries; 1973 vice president and controller; 1974 Kaiser Cement, vice president-finance.

EDWIN born 1932. Graduate of University of California, Berkeley, CA. 1957 joined Kaiser Cement & Gypsum. He is a member of the Professional Engineers of the State of California.

PAGTER born 1934 married. San Jose State University, AB; Boalt Hall, School of Law, University of California, JD. 1962 Kaiser; 1976 Kaiser Cement, vice president and secretary.

WATSON born 1927. 1951 graduated University of California, Berkeley, CA. Joined Kaiser in 1951; 1977 vice president.

MURPHY born 1938. 1963 graduated Cal Ploy, Santa Luis Obispo, CA, BS. 1963 Kaiser Cement Corporation; 1980 vice president.

TAGGART born 1936. Attended San Jose State University. 1962 Kaiser Cement Corporation in accounting and finance as well as director of finance, Indonesia operations. 1979 vice president.

HUNN born 1936 married. 1958 graduated from Principia College, Elsam, IL. 1959 Fletcher School of Law and Diplomacy. Tufts University, MA. 1960-63 Standard Oil of New Jersey. 1963 Kaiser Cement Corporation. 1975 vice president.

BERNSTEIN born 1938 married. 1960 Carnegie Institute of Technology, BS. 1968 University of Pittsburgh, MBA. 1961-62 U S Army. 1962-69 Jones & Laughlin Steel Co, manager-labor relations; 1969 Allis Chalmers Corp, manager-union contract administration; 1970-76 Inmont Corp, director-public relations; 1977 Kaiser Cement Corporation, manager-industrial relations; 1982 vice president-industrial.

WIMBERLY born 1945 married. University of Georgia, BBA and MBA. 1971 Kaiser Cement Corporation, manager-industrial relations; 1982 vice president-Southwest Region.

DAVIS. Is a professor of marketing in the Graduate School of Business, Stanford University, Palo Alto, CA.

HAAS. Is a former president and vice chairman of subject, he retired in 1978.

JEWETT. Is senior vice president. Oakland Tribune, Inc, Oakland, CA.

SCHWARTZ. Is chairman of Metropolitan Life Insurance Company, New York, NY.

TREFETHEN JR. Is a retired president and director of Kaiser Industries Corp, Oakland, CA.

YEE. Is vice president of Alfred A Yee division of Leo A Daly Company, Honolulu, HI.

SCHMIDT. Retired vice chairman of Mobil Oil Corporation.

FRANK. Chairman and chief executive officer of First Nationwide Financial Corporation, San Francisco, CA.

2" UEBERROTH. Is president of the 1984 Olympic Organizing Committee, Los Angeles, CA.

LANDIS. Former chairman of Del Monte Corporation.

FIRE RECORD:

On Jul 15 1965 an explosion and fire damaged a gravel dredge and barge in the Willamette River. Loss estimated at approximately \$200,000. Fire insurance carried and settlement effected.

OPERATION

03/20/86

Subsidiary of Kaiser Cement & Gypsum Corporation, Oakland, CA started 1939 which operates as Manufacturer of cement and gypsum. Parent company owns 100% of capital stock. Parent company has 11 other subsidiaries. Intercompany relations: Consist of loans and advances and merchandise transactions and service transactions. No formal guarantees or endorsements.

As noted this company is a subsidiary of Kaiser Cement & Gypsum Corporation, Duns #00-910-8366 and reference is made to that report for background information on the parent company and its management.

This company is active in the following fields, all in the Seattle, WA, and Portland, OR area: 1) Mines and quarries sand, aggregates, crushed rock (60% which is used in the subject's ready-mix cement manufacturing, commercially-industrially). 2) Manufactures ready-mix cement, operating more than 100 transit-mix trucks throughout the Pacific Northwest and rated as one of the top three producers in that area (40%).

Terms are 10 prox. Has 1,000+ accounts. Sells to contractors, retail yards and homeowners. Territory :Western Washington and Oregon. Season peaks spring-summer. Business slow winter.

EMPLOYEES: 20 including officers. 7 employed here. Employees do not fluctuate.

FACILITIES: Leases 10,000 sq. ft. on 25th floor of 28 story frame concrete block building in good condition.

LOCATION: Central business section on well traveled street.

BRANCHES: CODE: (RM)-Ready-Mix manufacturing; (W)-Wholesale aggregate materials; (R)-retails; (L)-Limestone deposit mining; (A)-Aggregate deposit mining. SITE-Oregon: 1) Portland, OR, 97201, 3510 S W Bond Ave, (aggregates from Willamette, Columbia Rivers), (A) (RM) (W) (R), 300,000 cubic yards RM 1975 barrels. 2) Scappoose (P O Bx 583, San Tosh), (A), 2,000,000 tons. Washington: 1 Maury Island (acquired 1964) Puget Sound (P O Box 387, Vashon), (L) (A). 2 Pasco, P O Box 622, Tdewater Terminal Storage Silos, 15,000 barrels. 6) Vancouver, 913 N E 172 Ave, (A), NA.

The branch facilities have a wide range of supporting plant and equipment. The Portland, OR, facility is extensive, occupying three+

acres in an industrial district with premises adequately maintained.
The Seattle, WA, facilities including 1.7 acres, ' IQ!lake Way, wit

h

bauxite facilities for barge delivery of sand and gravel, a dry mix
batching plant, all located in a heavy industrial district. The 5975
East Marginal Way South facility is on the Duwamish Waterway on three
acres, include a ready-mix concrete batching plant, railroad spur
tracks, deep water docks for barge and ship service, plus several
pieces of support machinery and structures. The premises are
adequately maintained and in the heavy industrial district.

07-15(256 /76) 00000 009108366 052 H

FULL DISPLAY COMPLETE